EAST Search History

Ref #	Hits	Search Query	DBs	Default Operator	Plurals	Time Stamp
S30	12	(buy$3 or sell$3) with (automatic$2 near4 stop)	US-PGPUB; USPAT; USOCR; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/11/10 17:27
S29	12	(buy$3 or sell$3) with (decision near3 model)	US-PGPUB; USPAT; USOCR; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/11/10 17:27
S1	10229	mathematical near3 expression	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/11/10 17:23
S28	2	"5845266".pn.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 17:07
S27	54	S26 and @py<"2001"	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 17:06
S26	496	(buy$3 sell$3 purchas$3) with script	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:55
S25	39	S21 and 705/35,36,37.ccls.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:52

EAST Search History

S21	3018	moving adj1 average with calculat$4	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:38
S24	34	S18 and S21	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:34
S23	6	S19 and S21	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:33
S22	0	S20 and S21	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:17
S10	10459	moving adj1 average	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:17
S20	118	S18 and S19	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:15
S19	2919	logical adj1 expression	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:15
S17	11	mathematical adj1 function same decision same solv$3	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:15

EAST Search History

S18	9606	mathematical adj1 expression	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/12 16:14
S3	10750	mathematical adj1 function	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 16:00
S16	2	"5845266".pn.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 15:56
S15	10	("5313560").URPN.	USPAT	OR	ON	2007/02/06 10:41
S14	112	("4648044").URPN.	USPAT	OR	ON	2007/02/06 10:37
S13	4	("4648044" | "4819192" | "4930071" | "5148365").PN.	US-PGPUB; USPAT; USOCR	OR	ON	2007/02/06 10:31
S12	25	S11 and "705"/$.ccls.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:10
S11	760	S10 with (compar$3 match$3)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:10
S9	13	((larger greater smaller less) near4 "than")	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:08
S8	13	((larger greater smaller less) adj2 "than")	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:07

EAST Search History

S7	13	((larger greater smaller less) adj1 "than")	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:07
S6	0	(buy$3 sell$3) with ((larger greater smaller less) adj1 "than")	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:06
S5	9304	comparing near3 functions	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 10:00
S4	158	S3 with comparing	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 09:56
S2	9593	mathematical adj1 expression	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/02/06 09:12

EAST - [BRS search form, ws09 500 624(2-6-07).wsp:1]

File View Edit Tools Window Help

S8: (13) ((larger greater smaller less) adj2 "than")
S6: (0) (buy53 sell53) with ((larger greater smaller less
S15: (10) Forward citation search 2
S5: (9304) comparing near3 functions
S7: (13) ((larger greater smaller less) adj1 "than")
S10: (10459) moving adj1 average
S9: (13) ((larger greater smaller less) near4 "than")
S11: (760) S10 with (compar53 match53)
S12: (25) S11 and "705"/$.ccls.
S14: (112) Forward citation search 1
S13: (4) Backward citation search 1
S17: (11) mathematical adj1 function same decision same s

Search | Log | Browse | Restart | Clear

DBs: US-PGPUB; USPAT; USOCR; FPRS; EPO; JPO; DERWENT; IBM_TDB

Default operator: OR

Bursts

Highlight all hit terms initially

BRS form | ISAR form | Image | Text | HTML

Details View, ws09 500 624(2-6-07).wsp:2

	U	I	Document ID	Issue Date	Pages	Title	Current OR	Current XRef	Retrieval C	Inventor	S	C	P						Ima
1	☐	☑	US 4648044 A	19870303	55	Basic expert system tool	706/60	706/48; 706/52		Hardy; Steven et al.	☑	☐	☐	☐	☐	☐	☐	☐	US
2	☐	☑	US 6965867 B1	20051115	57	Methods and apparatus for allocating, costing, and	705/8	700/100; 700/90;		Jameson; Joel	☑	☐	☐	☐	☐	☐	☐	☐	US
3	☐	☑	US 5313560 A	19940517	101	Method for determining a supplemental transaction	706/50	705/37; 706/52;		Maruoka; Tetsuya et al.	☑	☐	☐	☐	☐	☐	☐	☐	US
4	☐	☑	US 6300948 B1	20011009	76	Methods and systems for user interfaces and constraint	715/866	715/744; 715/808;		Geller; Scott D. et al.	☑	☐	☐	☐	☐	☐	☐	☐	US
5	☐	☑	US 20050137963 A1	20050623	65	Stock purchase indices	705/37			Ricketts, John J. et al.	☑	☐	☐	☐	☐	☐	☐	☐	US
6	☑	☑	US 5276775 A	19940104	25	System and method for building knowledge-based	706/51	706/47; 706/60		Meng; Alex C.	☐	☐	☐	☐	☐	☐	☐	☐	US
7	☑	☑	US 5136686 A	19920804	75	Non-linear genetic algorithms for solving	706/13			Koza; John R.	☐	☐	☐	☐	☐	☐	☐	☐	US
8	☑	☑	US 5845266 A	19981201	31	Crossing network utilizing satisfaction density profile	705/36R	705/35		Lupien; William A. et al.	☐	☐	☐	☐	☐	☐	☐	☐	US

BRS form | Hits | Details | HTML

Ready

CAP NUM

705/37

Connecting via Winsock to Dialog

Logging in to Dialog

Trying 31060000009998...Open

Dialog search

DIALOG INFORMATION SERVICES
PLEASE LOGON:
****
ENTER PASSWORD:
****
Welcome to DIALOG

Dialog level 05.20.01D

Last logoff: 30oct07 11:55:41
Logon file405 10nov07 17:42:59
*** ANNOUNCEMENTS ***
***
NEW FILES RELEASED
***BIOSIS Previews Archive (File 552)
***BIOSIS Previews 1969-2007 (File 525)
***Trademarkscan - South Korea (File 655)

RESUMED UPDATING
***File 141, Reader's Guide Abstracts
***
RELOADS COMPLETED
***File 5, BIOSIS Previews - archival data added
***Files 340, 341 & 942, CLAIMS/U.S. Patents - 2006 reload now online
***
NEWS
Chemical Structure Searching now available in Prous Science Drug Data Report (F452), Prous Science Drugs of the Future (F453), IMS R&D Focus (F445/955), Pharmaprojects (F128/928), Beilstein Facts (F390), Derwent Chemistry Resource (F355) and Index Chemicus (File 302).
***
>>>For the latest news about Dialog products, services, content<<<
>>>and events, please visit What's New from Dialog at <<<
>>>http://www.dialog.com/whatsnew/. You can find news about<<<
>>>a specific database by entering HELP NEWS <file number>.<<<
FTEXT1 is set ON as an alias for 15,9,275,621,636,16,160,148
FTEXT2 is set ON as an alias for 610,810,476,471,624,634,20,608
BIB1 is set ON as an alias for 139,35,583,65,2,144,233,474,475,99

SUB35 is set ON as an alias for 625,268,626,267
HILIGHT set on as '*'
DETAIL set off
POSTINGS set ON
KWIC is set to 50.
* * *
SYSTEM:HOME
Cost is in DialUnits
Menu System II: D2 version 1.8.0 term=ASCII
*** DIALOG HOMEBASE(SM) Main Menu ***

Information:
1. Announcements (new files, reloads, etc.)
2. Database, Rates, & Command Descriptions
3. Help in Choosing Databases for Your Topic
4. Customer Services (telephone assistance, training, seminars, etc.)
5. Product Descriptions

Connections:
6. DIALOG(R) Document Delivery
7. Data Star(R)

/H = Help /L = Logoff /NOMENU = Command Mode

Enter an option number to view information or to connect to an online service. Enter a BEGIN command plus a file number to search a database (e.g., B1 for ERIC).
? b 410

10nov07 17:42:59 User268132 Session D150.1
$0.00 0.277 DialUnits FileHomeBase
$0.00 Estimated cost FileHomeBase
$0.00 Estimated cost this search
$0.00 Estimated total session cost 0.277 DialUnits

File 410:Dialog Comm.-of-Interest Newsletters 2007 /Feb
(c) 2007 Dialog

Set Items Description
--- ----- -----------
? set hi %%%;set hi %%%
HILIGHT set on as "
HILIGHT set on as "

? b ftext1 ftext2 bib sub35
>>>"BIB" is not a valid category or service name
10nov07 17:43:27 User268132 Session D150.2
$0.00 0.117 DialUnits File410
$0.00 Estimated cost File410
$0.11 TELNET
$0.11 Estimated cost this search
$0.11 Estimated total session cost 0.394 DialUnits

SYSTEM:OS - DIALOG OneSearch
File 15:ABI/Inform(R) 1971-2007/Nov 10
(c) 2007 ProQuest Info&Learning
File 9:Business & Industry(R) Jul/1994-2007/Nov 07
(c) 2007 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2007/Nov 07
(c) 2007 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2007/Nov 06
(c) 2007 The Gale Group
File 636:Gale Group Newsletter DB(TM) 1987-2007/Nov 07
(c) 2007 The Gale Group
File 16:Gale Group PROMT(R) 1990-2007/Nov 09
(c) 2007 The Gale Group
*File 16: Because of updating irregularities, the banner and the
update (UD=) may vary.
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2007/Nov 05
(c)2007 The Gale Group
*File 148: The CURRENT feature is not working in File 148.
See HELP NEWS148.
File 610:Business Wire 1999-2007/Nov 10
(c) 2007 Business Wire.
*File 610: File 610 now contains data from 3/99 forward.
Archive data (1986-2/99) is available in File 810.
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 476:Financial Times Fulltext 1982-2007/Nov 09
(c) 2007 Financial Times Ltd
File 471:New York Times Fulltext 1980-2007/Nov 11
(c) 2007 The New York Times
File 624:McGraw-Hill Publications 1985-2007/Nov 09
(c) 2007 McGraw-Hill Co. Inc
*File 624: Homeland Security & Defense and 9 Platt energy journals added
Please see HELP NEWS624 for more
File 634:San Jose Mercury Jun 1985-2007/Nov 09
(c) 2007 San Jose Mercury News

```
  File 20:Dialog Global Reporter 1997-2007/Nov 10
       (c) 2007 Dialog
  File 608:KR/T Bus.News. 1992-2007/Nov 10
       (c)2007 Knight Ridder/Tribune Bus News
  File 625:American Banker Publications 1981-2007/Nov 01
       (c) 2007 American Banker
  File 268:Banking Info Source 1981-2007/Oct W3
       (c) 2007 ProQuest Info&Learning
  File 626:Bond Buyer Full Text 1981-2007/Nov 02
       (c) 2007 Bond Buyer
  File 267:Finance & Banking Newsletters 2007/Nov 01
       (c) 2007 Dialog

     Set  Items  Description
     ---  -----  -----------
? s (buy? ? or sell? ?) (16n) (decision (4w) model?)
Processing
Processed  10 of  20 files ...
Completed processing all files
       7084213  BUY? ?
       7720902  SELL? ?
       7464347  DECISION
       6050354  MODEL?
     S1    215  (BUY? ? OR SELL? ?) (16N) (DECISION (4W) MODEL?)
? s s1 and ay<2000
>>>One or more prefixes are unsupported
>>>  or undefined in one or more files.
          215  S1
            0  AY<2000
     S2     0  S1 AND AY<2000
? s s1 py<2003
>>>Term "PY" in invalid position
? s s1 and py<2003
Processing
Processed  10 of  20 files ...
Processing
Completed processing all files
          215  S1
     63065459  PY<2003
     S3    142  S1 AND PY<2003
? s (buy? ? or sell? ?) (16n) (automatic? ? (4n) stop? ?)
Processing
Processed  10 of  20 files ...
Completed processing all files
       7084213  BUY? ?
       7720902  SELL? ?
```

```
      1219824  AUTOMATIC? ?
      4087109  STOP? ?
   S4     84  (BUY? ? OR SELL? ?) (16N) (AUTOMATIC? ? (4N) STOP? ?)
? ds

Set    Items  Postings  Description
S1       215       746  (BUY? ? OR SELL? ?) (16N) (DECISION (4W) MODEL?)
S2         0         0  S1 AND AY<2000
S3       142       632  S1 AND PY<2003
S4        84       283  (BUY? ? OR SELL? ?) (16N) (AUTOMATIC? ? (4N) ST-
         OP? ?)
? s s3 and s4
         142  S3
          84  S4
   S5     0  S3 AND S4
? t s3/3,k/all

 3/3,K/1     (Item 1 from file: 15)
DIALOG(R)File  15:ABI/Inform(R)
(c) 2007 ProQuest Info&Learning. All rts. reserv.

02531636  117543081
A strategic model for the formulation of an effective make or buy decision
McIvor, R.T.; Humphreys, P.K.; McAleer, W.E.
Management Decision  v35n2  PP: 169-178  1997
ISSN: 0025-1747  JRNL CODE: MGD
WORD COUNT: 6342

...TEXT: be emphasized that the model described in this article is not a
panacea for all of the problems associated with making an effective make or
buy decision. The model attempts to overcome some of the
problems associated with the make or buy decision, and act as a
decision aid for an organization in the formulation of this decision.
The model is intended primarily for use with strategic items focusing
on a collaborative partnership relationship with a selected supplier.
Partnership sourcing involves greater collaboration, trust, commitment...


 3/3,K/2     (Item 2 from file: 15)
DIALOG(R)File  15:ABI/Inform(R)
(c) 2007 ProQuest Info&Learning. All rts. reserv.

02522627  115922449
Thorntons: the vertically integrated retailer, questioning the strategy
Jennings, David
International Journal of Retail & Distribution Management v29n4 PP:
```

176-187 2001
ISSN: 0959-0552 JRNL CODE: RDM
WORD COUNT: 6920

...TEXT: approximately 50 per cent of the products sold but on occasion had come to operate at only 25 per cent of capacity.

The make- or-buy decision: a contextual model

A wide literature is available concerning factors influencing the decision to provide an activity in-house or through outside supply. The model provided in Figure...

3/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02491457 236210701
Technological innovation adoption: An empirical investigation of steamship line sales force integration
Stapleton, Andrew; Hanna, Joe B
Transportation Journal v41n4 PP: 5-22 Summer 2002
ISSN: 0041-1612 JRNL CODE: TRN
WORD COUNT: 9019

...TEXT: Williamson 1985, 11; 1979, 233). Two forms of asset specificity suggested by Williamson (1985, 11; 1979, 233; 1975, 14) are pertinent to this make-or-buy (perform-or-purchase) decision model.
Those forms are human asset specificity and physical asset specificity.

Human asset specificity arises as a consequence of learning-by-doing, investments, and transfer of...

3/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02430538 115924003
An explanation for the rising share of services in employment
Spithoven, A H G M
International Journal of Social Economics v27n12 PP: 1205 2000
ISSN: 0306-8293 JRNL CODE: ISE
WORD COUNT: 11538

...TEXT: of an upward sloping demand curve, the consumer's financial income from work and capital is an important variable in deciding how much services he buys. Using Lancaster's approach, the decision process is modeled as a linear-programming maximizing problem. Essentially, the height of disposable income above the necessary to meet basic material needs, obviously influences the size of...

3/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02338437 112867378
Inquiries are not leads!
Coe, John M
Target Marketing v25n4 PP: 53-56 Apr 2002
ISSN: 0889-5333 JRNL CODE: ZIR
WORD COUNT: 1194

...TEXT: losing any. There are four traditional criteria used to define a lead:

* need for the product or service;

* timing of the need or decision to buy;

* budget available; and

* authority of the individual(s) to make a buying decision.

Develop a scoring model to rank leads based on direct feedback from the inquirer. This will reflect your situation for each campaign and/or product or service. Following are...

3/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02325857 86067415
The practical development of a make or buy strategy: the issue of process positioning
D.R. Probert
Integrated Manufacturing Systems v7n2 PP: 44-51 1996
ISSN: 0957-6061 JRNL CODE: ING
WORD COUNT: 4751

...TEXT: of the suggested options for sourcing technologies (and parts families) that emerge from step 6 against the strategic issues derived in step 2.

- Step 8: Decision support models. Financial models to project the business results of various make or buy options.

- Step 9: Develop strategy recommendations. The preparation of combined options for technology and parts family sourcing which are modelled financially against varying forecast activity...

3/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02324590 86067894
A case-based reasoning approach to the make or buy decision
McIvor, R T; Humphreys, P K
Integrated Manufacturing Systems v11n5 PP: 295-310 2000
ISSN: 0957-6061 JRNL CODE: ING
WORD COUNT: 7544

...TEXT: be emphasised that the model described in this article is not a panacea for all of the problems associated with making an effective make or buy decision. The model attempts to overcome some of the problems that companies have in formulating a make or buy decision and is designed to act as a decision aid for an organisation in the formulation of this decision. An important implication of the model... changes and enhancements for the system were also addressed at this stage. From this evaluation modifications were made to the structure of the make or buy decision model. It was agreed that the system should be PC based using an industry standard database. It was decided to use Visual Basic as the main...

3/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02314522 36212228
The cross-sell connection
Howe, David
Banking Strategies v74n6 PP: 120-128 Nov/Dec 1998
ISSN: 1091-6385 JRNL CODE: BAD

...ABSTRACT: If customers feel that the bank has not addressed the issues and needs that prompted their calls in the first place, they may resent cross-sell offers, even to the point of severing relationships. Sophisticated decision and targeting models are essential for improving call center returns, as is a top-down commitment from senior management. There are 5 specific things managers can do to...

3/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02280707 89288530
Determinants of success in manufacturing outsourcing decisions: A survey study
Ehie, Ike C
Production & Inventory Management Journal v42n1 PP: 31-39 First Quarter 2001
ISSN: 0897-8336 JRNL CODE: PIM
WORD COUNT: 4418

...TEXT: decisions. By examining various dimensions of the process technologies involved in the sourcing decision, a firm can avoid the pitfall of the classical make-or-buy exercise in which cost alone is used as the decision criterion. The model looks at three factors: process technology's role in providing competitive advantage, maturity of the process technology under consideration, and competitors' process technology positions. For...

3/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02214080 75343856
A neoclassical model of the make or buy decision
Hegji, Charles E
Mid - Atlantic Journal of Business v37n1 PP: 65-73 Mar 2001
ISSN: 0732-9334 JRNL CODE: JBZ
WORD COUNT: 996

...TEXT: exists. To the extent that we succeed, the analysis in the present note begins laying groundwork for future empirical analysis relating to the make or buy decision.

Section 2 builds our model of make or buy, and considers the link between this decision and degree of asset specificity involved in production in the short run. Section 3 derives the optimal degree...

3/3,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01900379 05-51371
Brand equity
Knapp, Duane E
Risk Management v46n9 PP: 71-74 Sep 1999
ISSN: 0035-5593 JRNL CODE: RMT
WORD COUNT: 1875

...TEXT: diluting a profoundly powerful brand or misdirecting its message. Mistakes in this area are legion in the annals of brand management, from Chevrolet's misinformed decision to sell its Nova model in Spain (where no va means won't go) to Phillip Morris' misguided attempt to market a Marlboro menthol cigarette. Plentiful marketing dollars were poured...

3/3,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01860391 05-11383
Developments in state bank-insurance regs
Collins, Kathleen W
National Underwriter (Life/Health/Financial Services) v103n29 PP: 8 Jul 19, 1999
ISSN: 0893-8202 JRNL CODE: NUD
WORD COUNT: 1011

...TEXT: had more limited powers than what national banks had achieved in Barnett, state "wild card" or parity statutes granted state banks the same ability to sell, to keep state banks competitive.

In the same month as the Barnett decision, an "Agent's Model Bill" began circulation among the anti-affiliation states. The bill was designed by an independent agents' group for adoption in "insert [name of state]," as...

3/3,K/13 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01703074 03-54064
Decision support system for lumber procurement and dry kiln scheduling
Huang, Jimmy Chung-Cheng; Culbreth, C Thomas; Joines, Jeffrey A; King, Russell E; Hodgson, Thom J
Forest Products Journal v48n9 PP: 51-59 Sep 1998
ISSN: 0015-7473 JRNL CODE: FPJ
WORD COUNT: 5110

...TEXT: of purchased lumber that will satisfy dried lumber due dates at minimum cost. More sophisticated scheduling heuristics are currently under development. Also, the dry-or-buy decision is being modeled and efficient heuristics are being developed to solve this problem to augment the trial and error process required by the current decision support system.

Reference...

3/3,K/14 (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01695199 03-46189
Marketing's impact on financial performance often overlooked
Dull, Stephen
Pulp & Paper v72n9 PP: 55-67 Sep 1998
ISSN: 0033-4081 JRNL CODE: PUP
WORD COUNT: 4071

...TEXT: that the "marginal ton" (i.e., the last ton produced) typically costs more to produce than an "average ton," and that the marginal ton typically sells for less-sometimes a lot less-than the average ton, the company changed its production decision-making model. By considering both the cost of producing a marginal ton and its likely selling price, the company now schedules production rates that maximize profitability rather...

3/3,K/15 (Item 15 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01628416 02-79405
The use of foreign languages by Irish exporters
Cromie, Christine; Clarke, Bill; Cromie, Stanley
IBAR v18 PP: 16-33 1997
ISSN: 0332-1118 JRNL CODE: IRB
WORD COUNT: 6950

...TEXT: overseas buyers view language skill. A useful extension to this research would be to discover what impact a seller with language skill has on their decision to buy. Relationship marketing models emphasise the importance of building an effective relationship with clients and it would be interesting to discover if language proficiency improves relationship building.

Generally and...

3/3,K/16 (Item 16 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01606659 02-57648
Public sector land banking: A decision model for local governments
Johnson, Don T; Cowart, Lary B
Public Budgeting & Finance v17n4 PP: 3-6 Winter 1997
ISSN: 0275-1100 JRNL CODE: PBF
WORD COUNT: 1575

...ABSTRACT: eminent domain. After construction of a practical local government land banking example, a theoretically correct cash flow and cost-benefit analysis is presented. Then a buy-now or buy -later decision model is developed explaining when to exercise the free American Call Option provided to government through their power of eminent domain.
...TEXT: eminent domain. After construction of a practical local government land banking example, a theoretically correct cash flow and cost-benefit analysis is presented. Then a buy-now or buy-later decision model is developed explaining when to exercise the free American Call Option provided to governments through their power of eminent domain.

Local governments and their agencies...the land value growth rate; and Tr = property taxes as a percent of land value.

This uncomplicated comparison model also provides a theoretically correct investment decision. Furthermore, the model implies that the

wait-to-buy strategy would be even more beneficial to the city if either the city's risk-adjusted discount rate increases or the length of time until...

...s real estate decisionmakers with a useful tool for monitoring the future changes so that they may immediately react to changes in any of the decision variables. Specifically, this model allows decisionmakers to immediately re-evaluate the 'buy now' 'buy later' decision each time there is a change in either the property's tax rate and/or rate of appreciation, or the city's cost...

3/3,K/17 (Item 17 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01418000 00-68987
Beyond the model
Ames, Pamela
Catalog Age v14n5 PP: 64-66 May 1997
ISSN: 0740-3119 JRNL CODE: CTA
WORD COUNT: 1705

...TEXT: time of the scoring. Marketing decision: Mail them all. Expectation: Performance better than that of the weakest core selection group.

* Widget buyers. Situation: Customers who buy your infamous widgets have an unusually high repeat buying rate. Marketing decision: Select widget buyers whose model scores are only somewhat lower than those in the core selection. Expectation: This will be a small group; most will already be included in the...

3/3,K/18 (Item 18 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01363287 00-14274
Using a spreadsheet to solve a multinational marketing problem
Dembeck, Jennifer L; Stout, David E
Management Accounting v78n7 PP: 33-39 Jan 1997
ISSN: 0025-1690 JRNL CODE: NAA
WORD COUNT: 3188

...TEXT: the present spreadsheet example focused on a multinational

marketing problem, the basic approach can be applied readily to other decision contexts (for example, make-versus-buy problems, transportation problems, multi-period planning). In addition, recent advances in spreadsheet software allow decision makers to perform nonlinear modeling and optimization analysis.

(Table

3/3,K/19 (Item 19 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01196428 98-45823
The odds of success
Fishback, Donald
Futures-Cedar Falls v25n5 (Inside Options Trading Supplement) PP: 36-37 Apr 1996
ISSN: 0746-2468 JRNL CODE: CMM

...ABSTRACT: are random, unpredictable and that prices are normally distributed. For a trader who has used any type of market analysis to make a purchase or sell decision, the option pricing model's underlying assumption stands in stark contrast to that analytical process.

3/3,K/20 (Item 20 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01092429 97-41823
Opportunism, routines, and boundary choices: A comparative test of transaction cost and resource-based explanations for make-or-buy decisions
Poppo, Laura; Zenger, Todd
Academy of Management Journal Best Papers Proceedings 1995 PP: 42-46 1995
ISSN: 0001-4273 JRNL CODE: AMA
WORD COUNT: 3242

...TEXT: no effect on the decision variable of whether companies had rejected outsourcing as an alternative. Furthermore, the effect of measurement accuracy on the make-or-buy decision was not consistent across models.

DISCUSSION

This paper examined how exchange attributes influence the comparative performances of markets and hierarchies and thereby affect the boundaries of the firm. We found...

3/3,K/21 (Item 21 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01074214 97-23608
A multiple criteria buy versus lease analysis for government contracts
Mollaghasemi, Mansooreh; Pet-Edwards, Julia; Gupta, Uma
IEEE Transactions on Engineering Management v42n3 PP: 278-287 Aug 1995
ISSN: 0018-9391 JRNL CODE: IEE

...ABSTRACT: involved a buy versus lease decision for a government agency are discussed. The study was divided into 2 major parts: 1. the financial implications of buy versus lease, and 2. a multicriteria decision making (MCDM) model that explored the impact of both the tangible and intangible factors in a buy versus lease decision. The selected MCDM approach was the analytic hierarchy process. It is shown that the lease option can be beneficial to both parties...

3/3,K/22 (Item 22 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01066525 97-15919
Strategic aspects of the purchasing process in the Finnish hearing instruments business
Petajavaara, Ari
Health Manpower Management v21n2 PP: 24-36 1995
ISSN: 0955-2065 JRNL CODE: HEM
WORD COUNT: 6110

...TEXT: produces health. If so, then the purchasing process is comparable with industrial behaviour. The theoretical framework presented is a combination of the theories of the "buy phase", "industrial adoption model" and "purchase decision model". These models seem particularly useful in solving the problem. They all point to different phases in the organizational buying process.

Industrial adoption model

The model (see Figure...

...figure, the reasons for rejection of the process in the last three phases are:
selective remembering, capital costs exceeding perceived benefits, and unfulfilled need..

Purchase decision model

Figure 2 shows a comparison between the three models: the "buy phase model", the "adoption model" and the "model of the purchase decision process".(Figure 2 omitted)

Instead of approaching the process as an external process...

3/3,K/23 (Item 23 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00979293 96-28686
NOP's candid cameras provide insight into shoppers' motives
Cramp, Beverly
Marketing PP: 22 Jan 26, 1995
ISSN: 0025-3650 JRNL CODE: MAR
WORD COUNT: 291

...TEXT: for a major electrical appliances manufacturer. We found that often more than one member of family is at the point of purchase to make the decision about which brand or model to buy. One of
the major findings was that throughout the process of viewing the different selections, one or another of the group would become bored and...

3/3,K/24 (Item 24 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00879733 95-29125
A taxonomy of total cost of ownership models
Ellram, Lisa
Journal of Business Logistics v15n1 PP: 171-191 1994
ISSN: 0735-3766 JRNL CODE: JBL
WORD COUNT: 5506

...TEXT: light material produced at a nearby plant, shipped F.O.B. origin. Thus, delivery cost would be considered in the TCO model for the first

buy, but not the second buy.

STANDARD MODELS

The decision to use standard models limits flexibility in terms of incorporating different cost elements into TCO analysis. However, standard models are faster, and generally easier to use because of their...

3/3,K/25 (Item 25 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00870412 95-19804
A make-or-buy decision analysis involving imprecise data
Yoon, K Paul; Naadimuthu, G
International Journal of Operations & Production Management v14n2 PP: 62-69 1994
ISSN: 0144-3577 JRNL CODE: IJO
WORD COUNT: 2836

...TEXT: a + Delta b) by equation (1). Recent applications of the propagation of errors technique to decision analyses can be found in[4,5].

MAKE-OR-BUY DECISION MODEL I

The first model performs an analysis to determine whether it is more economical to make an item or to buy it when demand data are not available. When an item is made in-house, both fixed costs (FC) and variable costs (...than the range obtained by the propagation-of-errors technique. In other words, this technique renders a more practical range of future outcomes.

MAKE-OR-BUY DECISION MODEL II
Regardless of our decision on make-or-buy, we neither buy nor make all items at once. When we buy, the annual demand can be fulfilled by a fixed order quantity, which can be determined by...

3/3,K/26 (Item 26 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00833665 94-83057
The edict of WORM
Levy, Steven

Macworld v11n4 PP: 181-182 Apr 1994
ISSN: 0741-8647 JRNL CODE: MAW
WORD COUNT: 1669

...TEXT: So he had to be careful. Like all potential Mac owners, once settled on the idea of purchasing a Macintosh, Martin was faced with the decision of which model to buy. At any given time there are plenty to choose from--Quadra, Performa, PowerBook, Duo--all suffixed by confusing combinations of letters and numbers.

Martin, however...

3/3,K/27 (Item 27 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00725124 93-74345
On the Adoption of DRP
Masters, James M.; Allenby, Greg M.; LaLonde, Bernard J.; Maltz, Arnold
Journal of Business Logistics v13n1 PP: 47-67 1992
ISSN: 0735-3766 JRNL CODE: JBL
WORD COUNT: 5173

...TEXT: on investment and low risk might have a high probability of "buy," while those with the opposite characteristics might lead to a high probability of "sell." Moderate amounts of both characteristics would most likely lead to the neutral, or "hold," decision outcome. An ordered logit model assumes the existence of a natural rank-ordered structure of the outcomes that leads to a more parsimonious interpretation of the decision process.

Figure 1...

3/3,K/28 (Item 28 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00651759 93-00980
Management Sponsored LBO's: Considerations for Valuation
Kaufman, Richard F.; Walther, Carl H.
Management International Review v32n3 PP: 251-263 Third Quarter 1992
ISSN: 0025-181X JRNL CODE: MIR
WORD COUNT: 4789

...TEXT: the wake of a vacuum created by such a divestiture (Dalton 1989, pp. 38-39).

Traditionally, the corporate decision as presented in diversified make-or-buy decision models is based on net present value selection rules. Recently, however, the surge of leveraged buy-outs has introduced in the literature an approach to externalize transactions within the firm by managers which alters the basic assumptions for net present value...another perspective by setting (3) equal to (5), and noting that the LBO offer (beta sub t = 0) cancels out, leaving the traditional Make or Buy decision model, with the usual internal considerations.

Equation (2), therefore, is reduced as follows under the rational assumption that there is no third party:

Equation (6) V...

3/3,K/29 (Item 29 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00625893 92-40995
The Role of the Buyer in UK Multiple Retailing
Swindley, David G.
International Journal of Retail & Distribution Management v20n2 PP: 3-15
Mar/Apr 1992
ISSN: 0959-0552 JRNL CODE: RDM
WORD COUNT: 5091

...TEXT: Englewood Cliffs, New Jersey, 1967.

(2.) Chisnall, P.M., Marketing: A Behavioural Analysis, 2nd ed., McGraw-Hill, Maidenhead, 1985.

(3.) O'Shaughnessy, J., Why People Buy, Oxford University Press, New York, 1987.

(4.) Lunn, J.A., Review of Consumer Decision Process Models, ESOMAR, Helsinki, 1971.

(5.) Lunn, J.A., "Consumer Modeling", in Worcester, R. and Downham, J. (Eds), Consumer Market Research Handbook, Van Nostrand Reinhold, Wokingham, 1978...

3/3,K/30 (Item 30 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00602970 92-18073
Optimal Value Declaration in "Buy-Sell" Situations
Gerchak, Yigal; Fuller, J. David
Management Science v38n1 PP: 48-56 Jan 1992
ISSN: 0025-1909 JRNL CODE: MCI

...ABSTRACT: call) clauses call for a partner who wants to discontinue a partnership to declare a value for the business and for the other partner to buy out or sell to the partner at this value. The resulting decision model for an expected utility maximizing individual, who is uncertain of the business' valuation by the partner, is examined. The model is applicable to a "divide...

3/3,K/31 (Item 31 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00596338 92-11511
Strategic Sourcing: A Progressive Approach to the Make-or-Buy Decision
Welch, James A.; Nayak, P. Ranganath
Academy of Management Executive v6n1 PP: 23-31 Feb 1992
ISSN: 0896-3789 JRNL CODE: AEX
WORD COUNT: 3861

...TEXT: dynamic industries, such as semiconductors, decisions will require more frequent reassessments. Conversely, the analysis by a punch press manufacturer as to whether to make or buy crankshafts--a strategic but mature input--will have a much longer decision cycle.

MAKING THE FINAL DECISION

After following the model's guidelines and locating the applicable cell in the matrix, the tentative sourcing decision will be one of the following: make, marginal make, develop internal...

3/3,K/32 (Item 32 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00508950 90-34707
The Hold-Sell Decision
Dasso, Jerome
Journal of Property Management v55n4 PP: 48-51 Jul/Aug 1990
ISSN: 0022-3905 JRNL CODE: JPM

...ABSTRACT: spreadsheets can help decision makers greatly refine their judgment. An aftertax, discounted cash flow (DCF) model is demonstrated as an aid in making the hold-sell decision. With the model, it is possible to interrelate, on an aftertax basis, the many variables that influence a property's profitability and, therefore, the investor's decision making...

3/3,K/33 (Item 33 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00485143 90-10900
Lease or Buy? Tax Considerations
Bowman, Steve
CMA Magazine v64n1 PP: 22-26 Feb 1990
ISSN: 0831-3881 JRNL CODE: RIA

...ABSTRACT: by Canada's Minister of Finance in August 1989. The marginal rate of income tax is another area of oversimplification used in the various lease-buy decision models. In a typical lessor-lessee relationship, the lessee will expense for tax purposes the total lease payments made to the lessor. The net present value...

3/3,K/34 (Item 34 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00463966 89-35753
An Automobile Lease-Buy Decision Model
O'Neil, Cherie J.; Shackelford, Douglas A.
Journal of Accountancy v168n3 PP: 154-162 Sep 1989
ISSN: 0021-8448 JRNL CODE: JAC

An Automobile Lease-Buy Decision Model

3/3,K/35 (Item 35 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00381641 87-40475
Consumer Purchasing Strategies and the Information in Retail Prices
Tellis, Gerard J.
Journal of Retailing v63n3 PP: 279-297 Fall 1987
ISSN: 0023-4359 JRNL CODE: JRL

...ABSTRACT: quality from price, even though such inferences may be misleading. A study used economic and decision theories to develop a normative model of the consumer decision process. The model indentified 4 purchasing strategies: 1. buy with full information, 2. buy the highest priced product with the exception of superior quality, 3. buy the lowest priced product with the exception of minimizing immediate costs, and 4...

3/3,K/36 (Item 36 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00324669 86-25083
Decision Support Systems, Expert Systems, and Artificial Intelligence: Realities and Possibilities in Public Accounting
Bailey, Andrew D., Jr.; Meservy, Rayman; Turner, Joanne H.
Ohio CPA Journal v45n2 PP: 11-15 Spring 1986
ISSN: 0030-0837 JRNL CODE: OCP

...ABSTRACT: intelligence (AI). State-of-the-art DSS commonly are interactive systems that are capable of data retrieval and manipulation and can be used to implement decision models. The Haskins & Sells STAR and the Peat Marwick Mitchell SEACAS are 2 such systems for accounting and auditing. ES and AI expand the idea of DSS. Creation of...

3/3,K/37 (Item 37 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00308196 86-08610
Professional Communication Strategies for the Engineer
Spechler, Jay W.; Spechler, Marilyn M.
Industrial Management v28n1 PP: 22-26 Jan/Feb 1986
ISSN: 0019-8471 JRNL CODE: IM

...ABSTRACT: flexibility in personal and group interactions through rapport building, use of metaphors, and stress management, 4. using presentation tactics effectively to deliver the message and sell ideas, and 5. integrating a new decision-making model into personal communication exchanges. The 3-SIGMA Model of Communication Excellence can be an important link in the drive toward optimizing engineering's positive impact...

3/3,K/38 (Item 38 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00151390 81-21267
Variable Rate Debt Instruments and Corporate Debt Policy
Agmon, T.; Ofer, A. R.; Tamir, A.
Journal of Finance v36n1 PP: 113-125 Mar 1981
ISSN: 0022-1082 JRNL CODE: JFI

...ABSTRACT: an optimal debt portfolio. The existence of several debt instruments implies that for a given debt-to-equity ratio the expected debt repayment is a decision variable. In deriving a model for the optimal debt portfolio, a 2-period paradigm is employed. The firm buys all production factors in the first period and sells all output and property in the second period, distributing its income to all claimants. If the...

3/3,K/39 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

02744569 Supplier Number: 25243383 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Chrysler starts minivan blitz
(Chrysler group aims to sell 100,000 minivans in 75-d)
Automotive News, v 76, p 4
May 20, 2002
DOCUMENT TYPE: Journal ISSN: 0005-1551 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 414

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...he said. "The minivan has been challenged by seven-passenger sport-utilities and by Korean competitors, but it's still holding share and

buses. SEPTA wants to buy 400 new 40-foot buses with automatic bus-stop announcements, bicycle racks, and other improvements. They may be diesel-electric hybrid buses, depending on cost. SEPTA has earmarked $160 million through 2010 and $450...

...TEXT: planning a new fare system to daily operations. An additional $19 million is earmarked for fare-system upgrades by 2010. New buses. SEPTA wants to buy 400 new 40-foot buses with automatic bus-stop announcements, bicycle racks, and other improvements. They may be diesel-electric hybrid buses, depending on cost. SEPTA has earmarked $160 million through 2010 and $450...

4/3,K/81 (Item 2 from file: 608)
DIALOG(R)File 608:KR/T Bus.News.

08204918 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Litigious lessor loses a big case
Sacha Pfeiffer
Boston Globe
July 13, 2006
DOCUMENT TYPE: NEWSPAPER RECORD TYPE: FULLTEXT LANGUAGE: ENGLISH
WORD COUNT: 1147

...TEXT: the equipment or notified the company by certified mail that she wanted to end the lease. Akpaffiong, who had thought she would be able to buy the machine at the end of the lease for $30 to $50, told her bank to stop Leasecomm's automatic deductions from her account.

But Leasecomm continued the charges, adding collection fees and late payments. It eventually sued her for $3,029.35 in past...

4/3,K/82 (Item 3 from file: 608)
DIALOG(R)File 608:KR/T Bus.News.

07409653 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Portland, Ore., Sports Arena's Management Files Bankruptcy
Helen Jung
Oregonian, Portland, Ore
February 28, 2004
DOCUMENT TYPE: NEWSPAPER RECORD TYPE: FULLTEXT LANGUAGE: ENGLISH
WORD COUNT: 1198

...TEXT: the beginning of the game," said Samuel Gerdano, executive director of the American Bankruptcy Institute in Alexandria, Va.

A Chapter 11 bankruptcy filing triggers an automatic stay that stops creditors from immediately collecting on their claims. The petition buys the debtor time to negotiate a plan for how it will deal with creditors equitably. The plan must be approved by the court.

The road...

4/3,K/83 (Item 4 from file: 608)
DIALOG(R)File 608:KR/T Bus.News.

00249086 Story Number: 15219 (USE FORMAT 7 OR 9 FOR FULLTEXT)
CHICAGO TRIBUNE BILL BARNHART COLUMN
Chicago Tribune
December 29, 1994 22:03 E.T.
DOCUMENT TYPE: Newspaper RECORD TYPE: Fulltext LANGUAGE: English
WORD COUNT: 939

...TEXT: it was because the market was very thin," Harris said.

The dollar fell below a technical support level of 1.5670 marks per dollar, promoting automatic stop-loss sell orders. By the end of trading, the bid for the dollar in New York was 1.5425 marks. In the wake of the dollar/mark...

4/3,K/84 (Item 1 from file: 626)
DIALOG(R)File 626:Bond Buyer Full Text

0088055
Prices Rise on Unconfirmed Reports: Of Dollar Support by Group of Seven
The Bond Buyer - April 7, 1988; Pg. 2(74); Vol. 284, No. 27863
Word Count: 631

BYLINE:
By Christopher R. O'Dea

TEXT:
...dealers aggressively bought back large amounts of contracts, Mr. Israel said. The second wave arose when June Treasury bonds first rose above 90-00. The buy orders executed at that time were

automatic buy-stops from brokerage houses with large
retail office
networks, he added. That type of order, which minimizes losses on short
sales when prices rise, usually appears...
? ds

```
Set    Items   Postings   Description
S1       215        746   (BUY? ? OR SELL? ?) (16N) (DECISION (4W) MODEL?)
S2         0          0   S1 AND AY<2000
S3       142        632   S1 AND PY<2003
S4        84        283   (BUY? ? OR SELL? ?) (16N) (AUTOMATIC? ? (4N) ST-
          OP? ?)
S5         0          0   S3 AND S4
? s s3 (20n) automatic? ?
          142  S3
      1219824  AUTOMATIC? ?
    S6      0  S3 (20N) AUTOMATIC? ?
? s s3 (20n) automatic???
          142  S3
      1220902  AUTOMATIC???
    S7      0  S3 (20N) AUTOMATIC???
? ds

Set    Items   Postings   Description
S1       215        746   (BUY? ? OR SELL? ?) (16N) (DECISION (4W) MODEL?)
S2         0          0   S1 AND AY<2000
S3       142        632   S1 AND PY<2003
S4        84        283   (BUY? ? OR SELL? ?) (16N) (AUTOMATIC? ? (4N) ST-
          OP? ?)
S5         0          0   S3 AND S4
S6         0          0   S3 (20N) AUTOMATIC? ?
S7         0          0   S3 (20N) AUTOMATIC???
? ds

Set    Items   Postings   Description
S1       215        746   (BUY? ? OR SELL? ?) (16N) (DECISION (4W) MODEL?)
S2         0          0   S1 AND AY<2000
S3       142        632   S1 AND PY<2003
S4        84        283   (BUY? ? OR SELL? ?) (16N) (AUTOMATIC? ? (4N) ST-
          OP? ?)
S5         0          0   S3 AND S4
S6         0          0   S3 (20N) AUTOMATIC? ?
S7         0          0   S3 (20N) AUTOMATIC???
```